

Celebrating 60 years of support and service to Canada's metalworking industry



Elliott Matsuura Canada Inc., Oakville, ON, is 60 years old today and the Canadian metalworking machinery distributor has reason to celebrate.

None in Canada can boast of the position that Elliott Matsuura holds in industry: one of the largest metalworking distributors in the country offering, nation-wide, a comprehensive—and complementary—array of machinery, equipment and quality control software instruments from some of the biggest names in the market, for chip and sheet metal fabrication shops.

“The Canadian market is not big enough to sell strictly Matsuura and Nakamura Tome,” says Frank Haydar, president. “There aren’t enough units sold in the country to justify the overhead operation and the fixed cost of the facility and the people that we’ve invested in, so we need to complement and supplement what we do.”

Elliott Matsuura has four core products: Matsuura, Nakamura Tome, +GF+ AgieCharmilles and Carl Zeiss. Other complementary lines include Brother, Toyoda, Tornos, Samsung, Olympia, Correa-Anayak, Tacchi, 600 Group, as well as fabrication machines from Cincinnati and JetEdge.

To accommodate its growing range of metalworking machinery, Elliott Matsuura (the distributor, formerly known as Elliott Machinery, was acquired by machine tool builder Matsuura in 1988 and subsequently changed its name to reflect the ownership) moved to a new 32,000 sq ft facility in Oakville, ON in 1992. “We’re now

looking at adding another 7000 to 8000 sq ft this year, but we’re in the exploratory stages at the moment,” says Haydar.

As Elliott Matsuura enters its 60th year of business in Canada, the one message that Frank Haydar wants to ensure is heard by all is that the Canadian distributor has been providing advanced technology, quality machine tools and “unparalleled service and support” for 60 years “and this is fact, it’s not something we’re saying for promotional purposes. We provide, without question, the best service and support in the industry. This was something we decided to do 25 years ago; we would build the company by providing the best service and support.”

Elliott Matsuura has built a reputation for providing high quality products supported by knowledgeable staff and top-notch service. And there is no doubt in Frank Haydar’s mind that Elliott Matsuura will continue to forge ahead in the coming years and remain a leader in the Canadian metalworking industry.

Today, Elliott Matsuura Canada continues to provide that support, which now extends to all of its product lines. And as part of its support of industry, it continues to hold open houses and seminars for customers, including its first open house in the Quebec market last year. This year, during its May 5 and 6 open house at its Oakville, ON, headquarters, Haydar says Elliott will be offering a “Matsuura sales special” to celebrate parent company’s 75th anniversary, which will include “extended warranties, extended payment terms and special pricing on our Matsuura stock machines.”

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